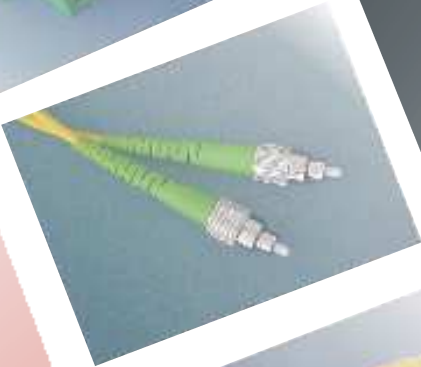




**Link SA**

# COMPANY PROFILE



## ***I. GENERAL***

***LINK S.A. has been active in the telecommunications business since 1990, specializing, mainly, in access IP network equipment and Optical Fiber Networks & Accessories.***

***The company, aiming to be more efficient, has established a separate construction company under the name INTRATEL Ltd.***

***INTRATEL, acting as separate organization, under the umbrella of LINK S.A., constitutes the installation arm of the group, performing all installation and construction activities.***

***LINK SA is ISO 9001:2000 certified.***

## ***II. EXPERTISE***

*The main activities in telecommunications, during this many year experiences, can be summarized in the following:*

### **1. Telecom Networks' implementation**

*The company has been involved in many medium and large scale Telecom projects, including: DSL and “backbone” fiber optic networks, CWDM networks, Fiber to the building or Fiber to the Home (FTTH), installation and certification of LANs, support and maintenance of active and passive network components.*

#### **1.2 Underground Fiber Optic Networks**

*The company performs the study, configuration and project management of Fiber Optic networks, usually procured from private Telecom Operators or the Public Sector.*

*The implementation of such projects is, mainly, based on new and efficient techniques (i.e. specialized outdoor cabinets for housing active equipment, mini trenching techniques for fiber network fast deployments etc), while INTRATEL Ltd. undertakes the pure construction part.*

## **1.2 Submarine Fiber Optic Networks**

*The company, in cooperation with local and international specialized companies, performs the study, configuration and project management of Submarine Fiber Optic links.*

*Under specific Service Contracts, the company undertakes the technical support and maintenance of specific submarine links in the Greek area.*

## **2. Technical Support & Maintenance**

*LINK S.A. is capable to provide the customers with all levels of technical support needed for the smooth operation of the telecom networks. Service contracts are implemented through well trained support engineers that could offer 24 x 7 support services all over Greece.*

*Aiming to offer a high quality technical support service, the company keeps the appropriate stock of spare parts for both active and passive type of installed networks.*

### **3. Manufacturing – Integration**

*Being the main supplier of the Greek PTT (OTE), the company designs and manufactures customized Optical Fiber Distribution Frames, as well as various types of pigtails and patch cords. LINK S.A. one of the few companies having such a production line in Greece today, holding big percent of the Greek market and expanding the activities abroad (through key customers, as well as directly exporting abroad).*

*Regarding the outdoor housing solutions provided by the company, strategic alliances have been established with well known cabinets' and shelters' manufacturers along with power supplies' manufacturers.*

*The company combines and integrates the most appropriate equipment from different manufacturers, aiming to form a total solution fitting customers' special needs. Our long experience of the behavior of such outdoor infrastructure under the Greek environmental conditions, guarantees the optimum choose of the system components.*

### **4. Trading / Representations**

*LINK S.A. is capable to provide the customers with all types of materials used for network construction, as well as instruments for testing and measurements.*

*The range of products could cover the needs of various types of customers, such as Telecommunications Organizations, Installers, Telecommunications Companies, Integrators, even University Laboratories and Cable manufacturers. Furthermore, LINK S.A. promotes Cable Management Software Systems, for use in LAN/WAN or any other cabling system, as well as Remote Fiber Test Systems for optical fiber cable networks, troubleshooting and performance analysis. Indicatively, companies that we represent and collaborate are:*



## **5. Consultancy Services**

*LINK offers specialized consulting services for the design and the implementation of turnkey telecommunication projects. Our main field of specialization is Fiber Optic Networks.*

*Consulting Services include detailed network design, technical specifications, regulatory framework, financial and business modeling, market analysis and intelligence. We offer a hands-on approach to consulting services since we are involved in all aspects of fiber projects from procurement of materials to construction, installation and finally maintenance.*

*LINK has played a pivotal role in the design and implementation of the largest fiber networks in Greece and continues to lead the developments in this area.*

### ***III. OUR CUSTOMERS***

***Indicatively we mention below some of our customers:***

***OTE***

***WIND (TELLAS)***

***ATTICA TELECOMS***

***Hellas On Line (HOL)***

***ON Telecom***

***ALGONET***

***VIVODI***

***FORTHNET***

***INTRAKAT***

***VODAFONE***

***COSMOTE***

***DEH (Greek PPC)***

***CYTA (Cyprus and Greece)***

***ROMTELECOM (Romania)***

***INTRACOM***

***HELLASCOM INTERNATIONAL***

***NATIONAL GAS AUTHORITY (DEPA)***

***ATHENS INTERNATIONAL AIRPORT***

***SIEMENS***

***UNIVERCITY OF ATHENS***

***N. T. U. A***

***SPACE HELLAS***